

Message Text

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PAGE 01 NIAMEY 02290 201032Z
ACTION AF-10

INFO OCT-01 ISO-00 PM-05 DODE-00 SS-15 SP-02 L-03

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FM AMEMBASSY NIAMEY

TO SECSTATE WASHDC PRIORITY 0310

INFO AMEMBASSY ABIDJAN

AMEMBASSY PARIS

C O N F I D E N T I A L NIAMEY 2290

ABIDJAN FOR DATT

E.O. 11652: GDS

TAGS: MASS, NG

SUBJECT: FONMIN VISIT TO WASHINGTON TO DISCUSS C-130S.

REF: A. MSG HQ USAF DTG 052025Z MAY 78 B. MSG SECSTATE 126027

DTG 180054Z MAY 78

1. IN ACCORDANCE WITH REF B FRIDAY (MAY 19) I CALLED ON FONMIN DJERMAKOYE ACCCOMPANIED BY U.S. DEFENSE ATTACHE. THE PRICING DATA AND PETTINENT QUESTIONS CONTAINED REF A WERE DISCUSSED AND PRESENTED TO FONMIN IN FORM OF AIDE-MEMOIRE. FONMIN DID NOT REACT OR COMMENT WHEN HE SAW ESTIMATED PRICE OF TOTAL C-130 PACKAGE. I EXPLAINED THAT THIS IS TENTATIVE PACKAGE AND SUBJECT TO REFINEMENT.

2. IT WAS SUGGESTED THAT BECAUSE OF TECHNICAL ASPECTS OF DATA DISCUSSIONS DURING WASHINGTON MEETINGS, FONMIN MIGHT WISH TO HAVE STAFF PREPARE INFORMATION AND ACCOMPANY HIM TO WASHINGTON MEETING. REFERRRING TO HIMSELF AS A "DIPLOMAT" HE AGREED THAT HE WOULD HAVE SOMEONE COMPETENT TO DEAL WITH TECHNICALITIES PRESENT DURING WASHINGTON MEETINGS. HE WILL ADVISE IDENTITY OF THIS PERSON,

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(ONF OF THE NIGERIEN PILOTS-TECHNICIANS) LATER.

3. DJERMAKOYE HAS AGREED TO RESCHEDULE MEETINGS IN DEPARTMENT FOR MAY 30 INSTEAD OF MAY 29 HOLIDAY ALTHOUGH HE MAY ARRIVE IN WASHINGTON ON 28TH. PRECISE TIMES ARE TO BE ARRANGED THROUGH NIGER EMBASSY WASHINGTON.

4. COMMENT: THERE IS STRIKING SERIOUSNESS IN GON PURSUIT OF A "GOVERNMENT TO GOVERNMENT" PURCHASE OF THE C-130S. THE LOCKHEED REGIONAL DIRECTOR WEST AFRICA, ORFAN BAYAZID HAS MADE AT LEAST TWO AND POSSIBLY THREE OR MORE TRIPS TO NIAMEY, ONCE IN COMPANY OF GEORGIA BASED REGIONAL MANAGER OF INTERNATIONAL SALES, THOMAS J. STEUSLOFF. LOCKHEED OBVIOUSLY WISHES TO INTEREST GON IN A PRIVATE PURCHASE-- POSSIBLY OF THE HERCULES CIVILIAN VERSION. BAYAZID TOLD ME HE HAD EXPERIENCED DIFFICULTY ARRANGING MEETINGS WITH "RIGHT PEOPLE" BUT HAD LEFT A "PROPOSAL."

5. THE FINANCIALLY CAUTIOUS GON HAS YET TO EXPRESS ANY CONCERN ABOUT THE FINANCING OF THESE AIRCRAFT OR TO SUGGEST A NEED FOR U.S. ASSISTANCE. THEREFORE, I HAVE NOT REPEAT NOT RAISED THE SUBJECT EVEN TO DISCUSS THE DIFFICULTIES INVOLVED. THE FONMIN VOLUNTEERED RIGHT AFTER THE C-130 TALKS THAT AN AFRO/ARAB MINISTERIAL MEETING OF "OIL COUNTRIES" (REPORTED SEPTEL) WILL BE HELD IN NIAMEY JUNE 5 TO 7, TO DISCUSS AFRO/ARAB COOPERATION AND ECONOMIC MATTERS. IT IS CONCEIVABLE THAT THE ANGEL PETRO IS FUEILING THESE BIRDS. END COMMENTJAMES

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